

AUSTRALIAN GAS INDUSTRY & MARKET FUNDAMENTALS

1-Day Training Course: The Essential Australian Gas Industry Overview

Keep on top of how the Australian gas industry is constantly developing & evolving in terms of how it's structured, regulated, priced, traded & commercialised along with key policy developments.

29 March 2019 • Melbourne
28 May 2019 • Perth

28 August 2019 • Sydney
12 November 2019 • Brisbane



Our Expert Course Instructor



Craig Langford

Craig is a recognised expert in the Australian gas industry spanning over 18 years, including the commercial executive team at Santos & now as consultant specialising in the development of gas market business strategy & gas contracts.

Key Learning Objectives

- ▶ Brief review of technical components of the gas supply chain
- ▶ Examine the upstream, gas transportation and downstream gas business structures
- ▶ Industry overview—sector activities and intra/inter sector relationships
- ▶ Discover the foundations of the Australian gas market and the gas commercialisation process
- ▶ Review the analytical tools used by the industry to make investment decisions
- ▶ Examine strategic and commercial drivers for major gas market participants
- ▶ Consider the future of the Australian gas market and observe trends
- ▶ Discuss gas industry legislation, regulation and the relevant agencies affecting the value chain
- ▶ Review the main contracts used in the gas industry and fundamental contract issues
- ▶ Tips for negotiating key commercial terms and the legal traps to watch out for

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ABOUT THE COURSE

This course will provide participants with a fundamental grounding in the Australian gas industry, covering the key technical, commercial and contract aspects of the industry.

The course begins with a short review of upstream activities, including how natural gas (conventional and coal seam methane gas) is formed, how it is found and produced. A study of the gas transportation network will outline the movement of gas flows around the country, infrastructure capacities and constraints and how gas is delivered to customers.

The commercial section provides an analysis of the east Australian gas market and explains the business strategies of major industry players. With an understanding of how the existing gas market works and the fundamental drivers for changes, future market outcomes will be examined. Learn what upstream producers, gas transmission pipelines, retailers and customers should do to position for these dramatic market changes.

Interpretation of new and emerging policy developments, legislation and their effects on the gas industry will also be covered.

The last section will review the major commercial and legal aspects of industry agreements, including gas sale contracts, gas transportation, joint venture and asset sale agreements.

WHO WILL BENEFIT

This course is ideal for those looking for a thorough grounding in all aspects of the Australian gas market, technical and business oriented professionals who are new to the gas industry or experienced in one part but could benefit from a wider perspective.

All levels of industry support staff, legal, investing or financial consultants who desire a better understanding of the industry that will help them work more effectively and speak more confidently with industry peers and stakeholders.

EXPERT COURSE INSTRUCTOR



Craig Langford is director of MDQ Consulting which provides strategic and commercial energy advice to a range of upstream, industrial and power generation companies. MDQ Consulting specialises in the development of gas market business strategy, negotiation and execution of the full range of gas industry agreements.

MDQ Consulting's project work has included:

Gas Price Reviews - Commercial settlement of an east coast gas price review, delivering over 10% additional contract value to the client

Asset Transactions - Sale of a client's PNG upstream gas interests to a major international oil and gas company, \$3m over the prevailing asset book value, farm down of Australian oil and gas interests and gas supply and transport portfolio due diligence for an intermediate gas fired power station transaction

Project Commercialisation - Gas marketing for upstream clients in Queensland and Victoria; Marketing of pipeline transportation and gas storage services; and development of new gas supply and transportation models for low merit peak power stations across eastern Australia

Strategic - Development of gas market and company growth strategies for upstream and major downstream companies

Prior to MDQ Consulting, Craig worked for over 12 years at Santos in a number of senior strategic and commercial roles. During the last 5 years, he was responsible for leading the commercial activities for Santos' east Australian gas business. This has provided him with a unique 'hands on' experience of being an industry leader during major developments in the east coast gas market.

As member of the Santos' commercial executive team, Craig's east Australian gas responsibilities involved long term strategy development, gas marketing, short term operational management, major contract price reviews, gas tolling/swaps, joint venture management, and business development.

Craig was also responsible for Cooper Basin, eastern Queensland oil infrastructure and third party access and management of Santos' retail and wholesale trading business in Victoria.

Craig's experience also included negotiating and documentation of 60+ joint venture, operating, LNG sale, gas transportation, LNG technology licensing and new company agreements, associated with Santos's investment in the \$8b Bayu Undan/Darwin LNG project.

Craig has in depth operational understanding and market experience across the Australian gas industry and has represented Santos and APPEA on a number of government and industry groups, including APPEA's representative on the Gas Market Leaders Group (responsible for development of the wholesale spot markets in Sydney and Adelaide) and a Santos committee member on the South Australian branch of the Institute of Energy.

He holds a Bachelor of Engineering from the University of Queensland and Masters of Business from QUT.

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1-Day Course Outline

Brief overview of the technical aspects of gas – formation and production

- How natural gas is formed
- CSM, conventional and unconventional gas
- Exploration, development and production of natural gas
- Classification of natural gas reserves

Technical aspects of the downstream industry

- Gas transportation fundamentals
- Australian gas infrastructure network—transmission pipelines and local networks
- Gas transportation pipeline projects
- Transmission constraints and what they mean

Economic analysis in the Australian gas industry

- Economic tools
- Upstream economic analysis
- Pipeline economics
- Portfolio analysis

The Australian gas market structure

- History and structure of the Australian gas market
- Australian gas market—supply and demand
- Gas customer requirements (industrial, retail, power generators)
- How gas is bought and sold in Australia and wholesale spot markets

Gas market participant strategies, regulation and policy

- Major gas industry players
- Market power
- Emerging policy developments
- Legislative developments—how it affects the gas industry
- Regulation and ACCC
- Competition policy
- Company strategies to maintain and strengthen their market position
- How to tame the big guys

The Australian gas market – trends and developments

- Fundamental change drivers
- Price volatility and the rise of gas capacity issues
- Future gas market in 5 years and 15 years +
- How customers, producers, retailers and should position themselves for the future market

Australian gas market pricing, contracts and commercial negotiation

- Contract basics
- Gas pricing in Australia
- Gas purchasing and getting the best price
- Commercial negotiation basics

Australian gas industry contracts –an overview

- Typical industry agreements—what's important and what's not
- Review of major commercial and legal aspects of gas sales agreements, gas transportation, asset sales agreements and joint venture agreements
- Contracting traps and tricks for buyers and sellers

WHAT OUR CLIENTS SAY

"An exceptional knowledge of the gas industry in Australia and beyond."

Snr process Improvement, **Jemena**

"Knowledge of the industry and preparedness to share his personal experience in working with a number of industry participants."

Manager - Resource Adoption, **CSIRO**

"Depth of knowledge and real world experience. High quality presenter. Very experienced with interesting anecdotes and appreciated his willingness to share these."

Manager GBB Development, **Australian Energy Market Operator**

"Clearly a person with a wealth of commercial experience. Did not present the topic in an academic fashion, rather focused on practical experience and gave great context. Will bring key lessons back to my organisation."

CFO, **Click Energy Group Holdings**

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If you have **8+** interested people, an onsite course can be an ideal solution. Speak with **Anton Long** or **Holly Baldwin** on **+61 (02) 9080 4454** to discuss your customised learning solution, or email training@informa.com.au

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2 Telephone
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Australian Gas Industry & Market Fundamentals

	Location	Course Dates	Super Early Bird price valid until		Early Bird price valid until		Standard price valid after		4+ Dels Discount	
			ME - 15 Feb 19 PE - 19 Apr 19 SY - 19 Jul 19 BR - 4 Oct 19		ME - 8 Mar 19 PE - 10 May 19 SY - 9 Aug 19 BR - 25 Oct 19		ME - 8 Mar 19 PE - 10 May 19 SY - 9 Aug 19 BR - 25 Oct 19			
P19GR01ME	Melbourne	29 Mar 19	\$1,695 + \$169.50 GST	\$1,864.50	\$1,895 + \$189.50 GST	\$2,084.50	\$1,995 + \$199.50 GST	\$2,194.50	\$1,516 + \$151.60 GST	\$1,667.60
P19GR01PE	Perth	28 May 19	\$1,695 + \$169.50 GST	\$1,864.50	\$1,895 + \$189.50 GST	\$2,084.50	\$1,995 + \$199.50 GST	\$2,194.50	\$1,516 + \$151.60 GST	\$1,667.60
P19GR01SY	Sydney	28 Aug 19	\$1,695 + \$169.50 GST	\$1,864.50	\$1,895 + \$189.50 GST	\$2,084.50	\$1,995 + \$199.50 GST	\$2,194.50	\$1,516 + \$151.60 GST	\$1,667.60
P19GR01BR	Brisbane	12 Nov 19	\$1,695 + \$169.50 GST	\$1,864.50	\$1,895 + \$189.50 GST	\$2,084.50	\$1,995 + \$199.50 GST	\$2,194.50	\$1,516 + \$151.60 GST	\$1,667.60

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Informa Corporate Learning has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants.

If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

Why Choose On-site With Informa Corporate Learning?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality Assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

Our Long Standing Clients Include:

Ambulance Victoria, BHP, Department of Planning, Transport & Infrastructure, SA, Origin Energy, Electricity Generating Authority of Thailand (EGAT), ActewAGL, Ajilon, Arrow Energy, Barrick, Chevron Australia, Coffey International, ConocoPhillips, Dalrymple Bay Coal Terminal, Department of Education, ENI Australia, Fortescue Metals Group, IBM, Jemena, Office of the National Rail Safety Regulator, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Rio Tinto, UBS, Woodside, IP Australia, ANU, Health Purchasing Victoria, Telstra, Queensland Rail, EY, Litmus Group and more...

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